

**TOWN OF AMHERST INDUSTRIAL DEVELOPMENT AGENCY**  
**Minutes of the 502<sup>nd</sup> Meeting**  
**July 20, 2018 – 8:40 am**  
**James J. Allen Boardroom**  
**Agency Offices, 4287 Main Street**

PRESENT: Carlton N. Brock, Jr.  
Michele F. Marconi  
Steven Sanders  
E. Marshall Wood, Jr.  
Michael R. Szukala  
William M. Tuyn  
Hon. Timothy J. Drury  
David S. Mingoia, Executive Director  
Kevin J. Zanner, Hurwitz & Fine PC

GUESTS: AIDA Staff  
Judy Ferraro, resident  
Kathy Acquilina, resident  
Jim Fink, Business First  
Matt Drosendahl, Uniland Development Co.  
Kellena Kane, Uniland Development Co.  
Michael Montante, Uniland Development Co.  
Steve Watson, Buffalo News  
Sean Flury, Uniland Development Co.  
Jill Pawlik, Uniland Development Co.  
Alissa Shields, resident  
Jim Tricoli, resident

Chairman Carlton Brock called the meeting to order and reminded everyone that the meeting was being audio recorded.

**MINUTES**

The minutes of the May 2018 meeting were approved as presented.

**BILLS & COMMUNICATIONS**

There were no Bills & Communications presented at this meeting.

**TREASURER'S REPORT**

The Treasurer's Report for May and June 2018 were approved as presented.

8:43 am – Hon. Timothy J. Drury enters the meeting.

**PUBLIC COMMENT**

Amherst resident Judy Ferraro make comments regarding the Northtown Center Complex/Willowbrook Hospitality project. Mrs. Ferraro asked that the board not grant any subsidies for this project because she feels that the project does not qualify for them.

## **EXECUTIVE DIRECTOR'S REPORT**

The report of the Executive Director is attached to these minutes.

Board member Michele Marconi requested that Carl Calabrese of Masiello, Martucci & Calabrese Associates provide the Agency with an end-of-session report.

## **COMMITTEE REPORTS**

There were no Committee Reports presented at this meeting.

## **UNFINISHED BUSINESS**

There was no Unfinished Business presented at this meeting.

## **NEW BUSINESS**

### **I. Amended and Restated Shared Services Agreement – ADC and AIDA**

The Shared Services Agreement between the Town of Amherst Industrial Development Agency (AIDA) and the Town of Amherst Development Corporation (ADC), dated December 2009 was amended and restated to recognize that the ADC is contemplating an expanded role in economic development projects in the Town of Amherst that extend beyond the ADC's current limited role as an issuer of tax exempt and taxable bonds, note or other obligations on behalf of the Town of Amherst.

Michele Marconi made a motion to approve the Amended and Restated Shared Services Agreement between the Town of Amherst Industrial Development Agency and the Town of Amherst Development Corporation. Steven Sanders seconded the motion. Votes of aye were cast by Brock, Marconi, Sanders, Wood, Szukala, Tuyn and Drury. Motion to approve passed 7-0.

### **II. Authorization Resolution – Northtown Center Complex/Willowbrook Hospitality, LLC (an affiliate of Uniland Development Company)**

The project having a total cost of up to \$14,375,537, is for the construction and equipping of a 62,000 square foot, 105-room hotel located at 1615 Amherst Manor Drive, on land that is part of the Northtown Complex. The project is located within the Sweet Home Central School District.

The financial assistance being requested includes a sales tax exemption for project costs up to \$7,030,000. A mortgage tax exemption for a mortgage amount up to \$8,910,000 and real property tax abatement in accordance with the Agency's standard Uniform Tax Exemption policy.

Attached to these minutes is a detailed project description, along with a Cost Benefit Analysis of the project.

Kallena Kane of Uniland Development Company made a presentation to the board on the project. The presentation included information on why the applicant felt the board could make the findings that the project is a tourism destination project.

Upon completion of the Uniland presentation, the board had a lengthy discussion on the merits of the project along with making the findings that the project a tourism destination project. The board posed many questions to the Uniland representatives in attendance. Many of the questions involved the inclusion of Universal Design standards in the design and construction of the project to make the hotel more accessible to persons with disabilities.

Steven Sanders made a motion to amend the draft resolution for the project, under the Material Factors portion, the applicant will obtain isUD certification with a reasonable time following substantial completion of construction. Marshall Wood seconded the motion to amend. Votes of aye were cast by Brock, Marconi, Sanders, Wood, Szukala, Tuyn and Drury. Motion to approve the amended passed 7-0.

Steven Sanders made a motion to approve the resolution for the Northtown Center Complex/Willowbrook Hospitality, LLC project as amended. Michael Szukala seconded the motion. Vote of aye were cast by Brock, Sanders, Wood, Szukala, Tuyn and Drury. A vote of no was cast by Marconi. Motion to approve passed 6-1.

10:24 am – Carlton Brock made a motion to adjourn to Executive Session to discuss Executive Director David Mingoia's employment contract. Marshall Wood seconded the motion. Motion to approve adjournment to Executive Session passed 7-0.

10:46 am – The board came out of Executive Session.

10:46 am – Carlton Brock made a motion to adjourn the meeting. Steven Sanders seconded the motion. Motion to adjourn the meeting passed 7-0.

10:47 am – Meeting adjourned.